



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

QUESTION 2

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can add their own logo.

A. Yes

B. No

Correct Answer: B

QUESTION 3

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-a-more-strategic-business-partner-1810.html>

QUESTION 4

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: Companies can reduce upfront IT costs and align their IT spending with their utilization.



A. Yes

B. No

Correct Answer: A

QUESTION 5

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: health checks

A. Yes

B. No

Correct Answer: B

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